

1117 LONGWORTH BUILDING WASHINGTON, D.G. 20515 (202) 225-5265

## GONGRESS OF THE UNITED STATES HOUSE OF REPRESENTATIVES

November 7, 2013

Erie County Industrial Development Agency c/o Chris Johnston 95 Perry Street, Suite 403 Buffalo, NY 14203

Dear Mr. Johnston:

As elected officials from different political parties who represent a diverse array of citizens in this community, and as a current and former member of the Erie County Industrial Development Agency (ECIDA), we write today to encourage the ECIDA to work to support the retention and expansion of Delaware North Companies global headquarters in downtown Buffalo.

As our city and region experience an economic resurgence, such progress would not be possible without the dedication and commitment of companies like Delaware North. Delaware North started in Buffalo, New York and has grown into a global corporation that could be located anywhere in the world. However, because of a strong civic and family commitment to our region, this thriving global corporation has maintained its world headquarters in downtown Buffalo. The same cannot be said for dozens of other global corporations that started in Buffalo and have since moved out of Erie County.

Companies like Delaware North are competing in a global economy where other regions - both in the United States and around the globe - are aggressively courting private companies to relocate and expand in their regions to boost local economies. As elected leaders, we must be partners in the effort to embrace local companies who are creating jobs and help them grow in our community - not other communities.

While there is a tradition of Delaware North maintaining its headquarters in downtown Buffalo, the economic development community cannot rely upon tradition alone – the decision must make business sense for Delaware North. Tax incentives offered by the ECIDA speak to the business case for maintaining a headquarters in our region. The tax incentives make Buffalo and Erie County more competitive against the thousands of municipalities across the country that offer similar business opportunities for Delaware North.

Delaware North not only wants to further establish itself in our region, but plans on expanding and creating 65 new jobs - the types of jobs our region desperately needs.

Losing a company like Delaware North would deal a crushing blow to our region. As we are on the cusp of great economic gains, we must make retaining and expanding a local company like Delaware North a cornerstone of Buffalo's economic resurgence.

We stand ready to assist the ECIDA in creating a solution that protects taxpayers and ensures that Delaware North celebrates its next 100 years in our great city.

Sincerely,

BYRON BROWN

Mayor of Buffalo

**CHRIS COLLINS** 

Member of Congress - 27th District of New York